

GLOSSARY OF TECHNICAL TERMS

This glossary contains certain definitions and technical terms used in this document in connection with our business. As such, some terms and definitions may not correspond to standard industry definitions or usage of such terms.

“ASP”	average sales price, refers the average price at which a product is sold, calculated by dividing the total revenue generated from such sales by the total volume of units sold
“B2B”	business-to-business, refers to transactions or relationships between two businesses, such as a manufacturer and a wholesaler
“B2C”	business-to-consumer, refers to transactions or relationships between a business and the end consumer of the product or service
“Branded Product Business”	a business model where products are developed, manufactured, and sold under the company’s own brand name directly to consumers or retailers
“CAGR”	compound annual growth rate
“CEO”	chief executive officer of our Group
“CIF”	acronym for “Cost, Insurance and Freight”, whereby the seller covers costs, insurance and freight charges to the destination port, after which the buyer assumes responsibility and bears all subsequent risks and expenses
“ERP”	enterprise resource planning
“FOB”	acronym for “Free On Board”, whereby the seller covers costs until goods are loaded onto a vessel, after which the buyer assumes responsibility
“GDP”	gross domestic product
“ISO”	International Organisation for Standardisation
“kg”	kilogramme(s)
“OEM”	acronym for “Original Equipment Manufacturing”, whereby products are manufactured in accordance with the specifications and designs from customers for sale under their brands
“OEM Business”	a business model in which products are manufactured in accordance with the specifications and designs from customers for sale under their brands
“R&D”	research and development
“Hygienic Disposable Materials Business”	a business model focused on the production and supply of raw materials (e.g., nonwoven fabrics, SAP, pulp) used in the manufacturing of hygienic disposables such as diapers, pads, and incontinence products
“SKU”	stock keeping unit, a unique alphanumeric code assigned to a product
“SAP”	superabsorbent polymers
“sq.m.”	square metre(s)
“tonne”	metric tonne/thousand kilograms